

➤ Study the following words and their definitions with your tutor.
Then, construct your own sentences using each word on the list.

Word/Expression	Definition	Sample Sentence
adj. authentic	not copied; reliable	Construct a sentence using " authentic ".
adj. groundbreaking	something new and innovative	Construct a sentence using " groundbreaking ".
adj. up-to-the-minute	most updated; latest	Construct a sentence using " up-to-the-minute ".
phrasal verb. raise the bar	to set the standards higher by creating something better	Construct a sentence using " raise the bar ".
phrasal verb. go the extra mile	to do more than what people expect	Construct a sentence using " go the extra mile ".

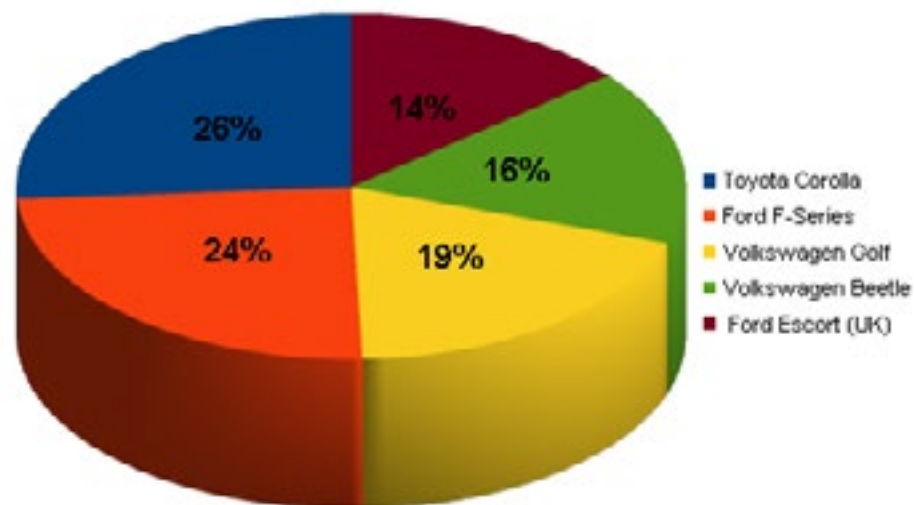
- Listen to your tutor as he/she reads the text.
Study and interpret the given data. Then, discuss with your tutor.

The 2017 Automobile Summit was already set, and you're assigned to present the earnings of the current top five selling cars.

Make sure to follow the format below in your explanation.

- introduce the general idea
- enumerate main points
- make a conclusion

2017 TOP SELLING CARS FIGURES



Activity 3 Problem-solving

5 min

Presentation: Proposing products or services to clients
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➤ Read the passage below silently. Then, discuss with your tutor.
In your discussion, talk about how you would deal with the situation.

As the 2017 Automobile Summit reaches its conclusion, it turns out that the number of cars sold for the past 6 years has plummeted, and did not reach the target of at least 30% of sales. The worsening of traffic conditions in most Asian countries resulted in more people taking the public transportation.

As part of the automotive industry, how would you encourage the public to purchase a car and boost the automotive industry?

➤ Read the text silently. Express your opinion on each statement in 4-5 sentences.

- ▶ Do you agree that the quality of sales presentation will determine whether or not a prospect client will choose your product over a competitor's product?
- ▶ How can you motivate a customer or client to seal the deal?
- ▶ Do you consider yourself good at sales talk?